

506-1006

C-O-P-Y

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April 16, 1956

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Dear Ed:

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I trust that what follows will provide the basis for an extension of the contract on the logical testing device. At the moment we have completed steps one and two of the schedule of Contract [REDACTED]. We have done most, if not all, of step three, but are still experimenting with sample problems and instructional methods. Step four is likewise well advanced. We would prefer to hold up the progress report marking completion of this step until we are more certain of the method to be used with larger numbers and subjects. Step five is yet to be undertaken.

It might be the more feasible procedure to extend this contract in time and in funds with the added provisions we discussed, rather than to prepare a new and independent contract. This supplement we would do as follows:

- (1) We will design, construct, and deliver one new unit of the logical testing device, operating on the same basic principles as does the existing model, complete with a suitable recording mechanism.
- (2) We will undertake to test two hundred individuals divided among four groups such as:
Group 1—high-level technical and scientific personnel
Group 2—persons concerned with logical procedures, such as computer, programming, automation, and similar problems
Group 3—persons concerned primarily with interpersonal relations, such as sales representatives, supervisors, technical service engineers, and trouble shooters.

We would bill as follows:

STATINTL

-2-

April 16, 1956

Step 1—Delivery of a satisfactorily operating device....\$2,500
Steps 2 to 5—Delivery of results on each 50 subjects... 1,500
Step 6—Rendering of final report..... 1,500
Total period of contract to be one year.

In other words, you will eventually receive everything called for under the present contract, plus the new machine, results on two hundred subjects, and a thorough final report.

During the test period we would expect to keep possession of the present machine. We expect to build two of the second model, one of which we would own and would probably use to collect data on the two hundred cases mentioned here. Prior to completion of the new model, we will continue to experiment with present equipment. Please call or write me if this is not entirely clear; otherwise, we assume that your contract department will prepare the final agreement.

Cordially,

/s/
[REDACTED]

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GKB:AM

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